

Message Text

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TAGS: EAIR, BEXP, BENC, NI

SUBJ: PROGRESS REPORT ON AWARD OF AIRCRAFT NAVIGATION AIDS
CONTRACTS IN NIGERIA

1. PROSPECTS ARE BRIGHTENING FOR AMERICAN FIRMS COMPETING FOR
NIGERIAN NAVIGATION AIDS CONTRACTS.

2. RE VOR/DME TENDER, LETTERS OF INTENT WENT OUT LAST WEEK TO
US'S WILCOX FOR INSTALLATIONS AT 5 AIRPORTS AND TO STANDARD
ELECTRIC/LORENZ (ITT GERMAO SUBSIDIARY) FOR 4 OUTSIDE-AIRPORT
(EN ROUTE) INSTALLATIONS.

3. RE TENDER FOR INSTALLATIONAL INSTRUMENT LANDING SYSTEMS (ILS)
AT 8 AIRPORTS, CONTRACT AWARD IS DUE BY JULY 30. EXPECTATION IS
T
AT WILCOX WILL RECEIVE 4 AND STANDARD ELECTRIC/LORENZ WILL
RECEIVE 4. PLESSEY, HOWEVER, IS PUSHING AGGRESSIVELY TO UPSET
THIS.

4. RE TENDER FOR 6 TERMINAL AREA
RADAR SYSTEMS AT 5 AIRPORTS
AND ZARIA CIVIL AVIATION TRAINING CENTER, TEXAS INSTRUMENTS
REPORTEDLY HAS BEEN SELECTED AS THE BEST CHOICE. CONTRACT
SHOULD BE AWARDED BY AUGUST 31.

5. RE TENDER GIVEN OUT IN MAY FOR 5000 LINE CENTREX SYSTEMS FOR
LAGOS' MURTALA MOHAMMED AIRPORT, FOUR REPLIES TO INVITATIONS HAVE
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BEEN RECEIVED BY MIN CIVIL AVIATION (MCA). NORTH ELECTRIC IS ONLY

US FIRM. SIEMENS AND PAPAO'S OKI AND NIPPON ELECTRIC ARE THE OTHER RESPONDERS.

6. HE TENDER FOR CABLE LAYING WITHIN AIRPORT GROUNDS FOR ABOVE CENTREX SYSTEM, MCA HAS RECENTLY MAILED SEVERAL INVITATIONS. AMONG SOLICITED US FIRMS IS PHELPS-DODGE.

7. RE TENDER FOR CONTROL TOWER LAY-OUT AT MURTALA MOHAMMED AIRPORT, MCA HAS SIMILARLY SOLICITED SEVERAL US FIRMS: AVCO, KIRKPATRICK, GENERAL RADIO (GRA). REPLIES ARE DUE LATE AUGUST.

8. RE TENDER FOR IUTOMATED DATA TRANSMIRRIION SYSTEM FOR SURFACE WEATHER OBSERVATION (SENSORS AT END OF RUNWAYS RELAY DATA TO CONTROL TOWER), MCA HAS SENT INVITATIONS TO SOME US FIRMS, INCLUDING CARDION/AEROMARITIME.

9. TENDER FOR LONG-RANGE RADAR SYSTEM FOR WHOLE OF NIGERIA MUST BE SENT OUT BEFORE JANUARY 1, 1977 WITH CONTRACT AWARDED BEFORE MARCH 31.

10. UFIRMS WHO DO RECEIVE DIRECT INVITATION FROM MCA TO BID ON A TENDER SHOULD FEEL FREE TO COMMUNICATE WITH MCA TO STATE INTEREST AND PROVE COMPETENCE FOR PARTICULAR PROJECT. IF MCA DECIDED THAT SUFFICIENT COMPETENCE EXISTS, IT WILL GIVE TENDER SNECIFICATIONS TO COMPANY.

11. THIS MESSAGE HAS BEEN CLASSIFIED BECAUSE ITS RANGE OF CONTENT WOULD READILY IDENTIFY SOURCE WHO IS SUPPOSED TO KEEP MATERIAL CONFIDENTIAL UNTIL RELEASED THROUGH OFFICIAL MCA PRONOUNCEMENTS. MOST OF ABOVE DATA CAN BE RELEASED TO THE INDUSTRY, BU INFO IN PARAGRAPHS 2, 3 AND 4 IS SENSITIVE AND MUST BE HANDLED WITH CARE.
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